

THE LANGE GROUP

BEST AND FINAL OFFER

RESPONSE TO RFP ICS-FY-99-52

for

**SERVICES TO DEVELOP AND IMPLEMENT A
REPLACEMENT LAND COURT AND REGULAR
AUTOMATED TRACKING SYSTEM**

Prepared for

**DEPARTMENT OF LAND AND NATURAL RESOURCES
BUREAU OF CONVEYANCES
STATE OF HAWAII**

November 15, 1999

The information in this proposal shall not be disclosed outside the Bureau of Conveyances organization and shall not be duplicated, used or disclosed in whole or in part for any purpose other than to evaluate the proposal, provided that if a contract is awarded to The Lange Group as a result of or in connection with the submission of this proposal. The Bureau of Conveyances shall have the right to duplicate, use or disclose the information to the extent provided by the contract. This restriction does not limit the right of the Bureau of Conveyances to use information contained in the proposal if it is obtained from another source without restriction.

Prepared by

The Lange Group

300463

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The Lange Group

Software Systems Analysis & Telecommunications Consulting

November 15, 1999

Carl Watanabe, Deputy Registrar
Bureau of Conveyances
Department of Land and Natural Resources
1151 Punchbowl Street, Room 122
Honolulu, HI 96813



Dear Mr. Watanabe:

This is The Lange Group's BEST AND FINAL OFFER to the State of Hawaii Request for Proposals regarding RFP No. ICS-FY-99-052 FOR SERVICES TO DEVELOP AND IMPLEMENT A REPLACEMENT LAND COURT AND REGULAR AUTOMATED TRACKING SYSTEM FOR THE STATE OF HAWAII.

The Lange Group has solicited from various other sub-contracting vendors proposals in response to portions of the Bureau of Conveyance's requirements. The Lange Group will be responsible for the management of the project team and the performance of obligations incurred pursuant to its response to the Bureau of Conveyances' request for proposal.

This Best and Final Offer culminates after much time and detailed effort was spent in project planning and preliminary skills assessment. Our team considered each task at hand, and thoroughly evaluated what it would take to accomplish it. Our new Section 6.0 Price, reflects a change in cost from our original proposal, which is further outlined in Section 3.6 Change From Original Proposal and Section 3.7 Additional Requirements Information.

The solution being proposed is very complex, not only because of our need to have a detailed understanding of your business, but because of our need to integrate a variety of products and technologies into a comprehensive solution for the BOC. The Lange Group team is uniquely qualified to do this, with over 19 years of application development and system integration experience and 10 years of collaboration with the BOC, we feel we have a solid understanding of the technologies and your business.

Thank you very much for considering The Lange Group, and the opportunity to submit our Best and Final Offer for the Bureau of Conveyances' Integrated System. We look forward to this very exciting project. Should there be any questions, please do not hesitate to call Nani Lindsey at 545-1822 at any time.

Sincerely,

Nani Lindsey
Manager

300465

The Lange Group

Software Systems Analysis & Telecommunications Consulting

November 15, 1999

Carl Watanabe, Deputy Registrar
Bureau of Conveyances
Department of Land and Natural Resources
1151 Punchbowl Street, Room 122
Honolulu, HI 96813



Dear Mr. Watanabe:

The undersigned has carefully read and understands the Request for Proposal No. ICS-FY-99-052 FOR SERVICES TO DEVELOP AND IMPLEMENT A REPLACEMENT LAND COURT AND REGULAR AUTOMATED TRACKING SYSTEM FOR THE STATE OF HAWAII. If selected, we will furnish and deliver all items stated in this proposal.. This proposal represents The Lange Group's sole and complete response to your RFP.

Any questions that the State may have regarding this proposal should be directed to:

Name:	Nani Lindsey
Title:	Manager
Company:	The Lange Group
Address:	1100 Ward Avenue, Suite 1050
City:	Honolulu, HI 96814
Telephone No.:	(808) 545-1822
Facsimile No.:	(808) 599-5264

The undersigned understands and agrees that:

1. The undersigned has received all nine (9) addenda to this RFP.
2. The undersigned is a corporation that was established in Honolulu, Hawaii on February 24, 1981 and is incorporated in the State of Hawaii. We have been registered with the Business Registration Division of the State of Hawaii Department of Commerce and Consumer Affairs to do business in the State of Hawaii since 1980. Our State of Hawaii General Excise Tax License ID is 1019-3806.
3. The Lange Group, Lange, intends to utilize the following sub-contractors on this RFP:
 - International Business Machines corporation, IBM
 - Boss Electric, Inc.

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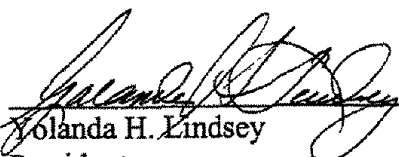
4. It is understood that the State of Hawaii reserves the right to reject any and all Proposals and to waive any defects, when in the State's opinion, such rejection and waiver may be made in the best interest of the State.
5. By submitting this proposal, the undersigned is declaring that the proposal is not in violation of Section 84-15, Hawaii Revised Statutes, concerning prohibited State contracts and that the undersigned is certifying that this proposal was arrived at independently, without consultation, communication, or agreement with any other Offeror or competitor. No attempt was made or will be made by the undersigned to induce any other person or firm to submit or not to submit a proposal for the purpose of restricting competition.
6. This proposal shall remain in effect until December 15, 1999; and that the prices listed in the proposal are firm and shall remain so throughout performance of the work.
7. If awarded the Contract, any services performed must be performed in accordance with Section 103D, Hawaii Revised Statutes.
8. This proposal contains assumptions and constraints which have not been approved in advance by the State of Hawaii.
9. The undersigned acknowledges that the entire RFP has been read and understood and agrees to be bound by its terms and conditions, as modified by our proposal.

We would like to request that the following five (5) pages be marked "Confidential". This is due to the fact that we do not want potential exposure of employee loss due to the shortness of Programmers in the market at this time. Thank You for your efforts in this matter.

4.0 - Organization and Staffing (page 1 - The Lange Group Organization Chart)
Attachment A - Staff Resumes (page 3, 4)
Attachment B - Staff References (page 2, 3)

Respectfully submitted,

Unique Computer Systems, Inc. dba
THE LANGE GROUP


Yolanda H. Lindsey
President

(SEAL)

Date: November 15, 1999
Address: 1100 Ward Avenue, Suite 1050
Honolulu, Hawaii 96814

Hawaii General
Excise Tax License No: 10193806
Type of Organization: CORPORATION
Federal I.D. Number: 99-0206123
State of Incorporation: HAWAII

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The Lange Group

Software Systems Analysis & Telecommunications Consulting

CERTIFICATION

I, Yolanda H. Lindsey, Secretary of Unique Computer Systems, Inc., a Hawaii corporation, do hereby certify that the following is a full, true and correct copy of a resolution duly adopted by the Board of Directors of said Corporation, at its meeting held on the twenty first day of January, 1999 at it's offices at 1100 Ward Avenue, Suite 1050, Honolulu, Hawaii 96814, at which a quorum was present, and that said resolution has not been modified, amended or rescinded and continues in full force and effect:

"RESOLVED that any individual at the time of holding the position of President is hereby authorized to execute on behalf of the Corporation, any bid, proposal, or contract for software and consulting services to be performed by the Corporation.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the corporate seal of Unique Computer Systems, Inc. dba The Lange Group, on this fifteenth day of November, 1999.


Secretary

SEAL

300468



International Business Machines Corporation

1240 Ala Moana Blvd.
Honolulu, HI 96814

November 15, 1999

Mr. Carl Watanabe, Deputy Registrar
Bureau of Conveyances
Department of Land & Natural Resources
1151 Punchbowl Street, Rm. 122
Honolulu, Hawaii 96813

Dear Mr. Watanabe:

The undersigned has carefully read and understands the Request for Proposal ICS-FY-99-052 for Services to Develop and Implement a Replacement Land Court and Regular Automated Tracking System for the State of Hawaii.

The Undersigned understands and agrees that:

IBM, International Business Machines Corporation, is a corporation that was established in Endicott, New York on June 14, 1911 and is incorporated in the State of New York. We have been registered with the Business Registration Division of the State of Hawaii, Department of Commerce and Consumer Affairs, to do business in the State of Hawaii since January 31, 1950. Our State of Hawaii General Excise Tax License ID is 1000-2555. Our tax clearance has been included with this letter.

The general scope of work to be performed by IBM, as a subcontractor to The Lange Group, is as specified in **Tasks 1 – 9 of Phases 1 – 4 of Part 1** Statement of Work to the State of Hawaii-Department of Land and Natural Resources-Bureau of Conveyances RFP No. ICS-FY-99-052.

IBM is willing to perform the work as a subcontractor to The Lange Group as indicated above within the designated time as specified in **Tasks 1 – 9 of Phases 1 – 4 of Part 1**.

Respectfully submitted,

Steven M. Mizokawa
Business Unit Executive
International Business Machines Corporation

300469

INTERNATIONAL BUSINESS MACHINES CORPORATION

I, Robert F. Salvia, General Counsel, IBM Americas, do hereby certify that said General Counsel, in accordance with the resolutions of the Board of Directors of International Business Machines Corporation ("IBM"), at a meeting duly held and called on April 25, 1994, at which a quorum was present and acting throughout, has been duly authorized to execute and deliver on behalf of IBM any contract or other instrument necessary or appropriate in the ordinary course of IBM's business, including but not limited to bid documents for the sale of IBM products and services to federal, state and local governments and agencies, purchase orders and sales agreements, and the like, and to delegate this authorization within the IBM Americas organization, which includes IBM Puerto Rico, as may be permitted by law; and that said authorization has not been modified, amended or rescinded and continues in full force and effect. So authorized, I hereby delegate said authority to execute and deliver on behalf of IBM any such contract or other instrument to the following persons holding the below listed positions in IBM Americas:

General Manager
President
Treasurer
Vice President
Area General Manager
General Counsel
Assistant General Counsel
Corporate Counsel
Area Counsel
Senior Area Counsel
Senior Counsel
Site Counsel
Staff Counsel
Senior Attorney
Staff Attorney
Attorney
Director
Business Development Executive
Managing Principal
Solutions Executive
Principal
Solutions Executive/Manager
Business Area Manager
Regional Manager (Area CSO)
Area Business Planning Manager
Manager of Finance
Segment Manager/Executive
Manager of Services Center
Manager, Availability Center, IBM Global Services
Availability Services Manager
Professional Development Manager
Manager, Parts Sales and Infrastructure Services, IBM Global Services
Program Director, GSA Schedule Programs

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Manager, Federal Contract Relations
Contract Relations Advisor
Location Manager/Executive
Marketing Manager
National Account Manager
Manager, Contracts and Procurement
Account Executive
Business Unit Executive
Unit Manager
Industry Executive
Sales Manager/Regional Sales Manager
Manager of Consulting Services
Customer Operations Manager
Client Executive
Customer Service Executive, IBM Global Services
Enterprise Service Executive, IBM Global Services
Client Manager
Practice Leader
Customer Engineer, IBM Global Services
Business Measurement Analyst
Customer Contract Representative
Systems Integration Manager, IBM Global Services
Customer Service Operations Center Manager, IBM Global Services
Field Manager, IBM Global Services
Client Representative
Marketing Specialist
Sales Specialist
Services Specialist
Marketing Representative
Customer Support Representative
Customer Relationship Representative
Project Leader
Certified Marketing Specialist
Project Manager/Executive
Opportunity Manager/Executive
Consultant
Senior Consultant
Executive Consultant
Area Bankruptcy Coordinator
Program Manager
Account Support Representative
Business Offering Advocate
Field Marketing Practices

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the corporate seal of said International Business Machines Corporation on this 30th day of September 1999.



General Counsel, IBM Americas

300471

BOSS ELECTRIC, INC.
Licensed Electrical Contractors
Lic. No. C-14828

46-178 Kahuhipa Street
Kaneohe, Hawaii 96744
Phone: (808) 247-1411
Fax: (808) 235-3625

September 10, 1999

Mr. Carl Watanabe
Deputy Registrar
Bureau of Conveyances
Department of Land & Natural Resources
1151 Punchbowl St. Rm. 122
Honolulu, Hawaii 96813

Dear Mr. Watanabe,

The undersigned has carefully read and understands the Request for Proposal, No. ICS-FY-99-052 FOR SERVICES TO DEVELOP AND IMPLEMENT A REPLACEMENT LAND COURT AND REGULAR AUTOMATED TRACKING SYSTEM FOR THE STATE OF HAWAII.

The undersigned understands and agrees that:

The undersigned is a corporation registered with the Business Registration Division of the State of Hawaii, Department of Commerce and Consumer Affairs to do business in the State of Hawaii. Our Electrical Contractor license number is 14828. Our State of Hawaii General Excise Tax ID number is 10344476 and is not delinquent nor do we owe any State tax. Boss Communication Technologies was incorporated in the State of Hawaii in August 1987.

The general scope of work to be performed by Boss Communication Technologies, Inc. as a subcontractor to IBM is as specified in part 1, task 1, to the State of Hawaii Department of Land and Natural Resources-Bureau of Conveyances RFP No. ICS-FY-99-052.

Boss Communication Technologies, Inc. is willing to perform the work indicated above within the designated time as specified in part 1, phase 1, task 1 to the State of Hawaii Department of Land and Natural Resources-Bureau of Conveyances RFP No. ICS-FY-99-052.

Respectfully Submitted,

Boss Communication Technologies, Inc.
Exact legal name of offeror

Glenn Boss, Vice President



General excise tax I.D. No. 10344476

*If the corporate seal is not available at the local office where the proposal is prepared, as a letter signed by an authorized corporate officer indicating location of the seal may be attached to the proposal as an acceptable substitute.

**Please attach to this proposal evidence of authority of this officer to submit on behalf of the company.

300472

BOSS ELECTRIC, INC.
Licensed Electrical Contractors
Lic. No. C-14828

46-178 Kahuhipa Street
Kaneohe, Hawaii 96744
Phone: (808) 247-1411
Fax: (808) 235-3625

Boss Communications Technologies, Inc.

I, Glenn Boss, Secretary of Boss Communication Technologies, Incorporated, a Hawaii corporation do hereby certify that the following is a full, true, and correct copy of a resolution duly adopted by the Board of Directors of said Corporation, at its meeting duly called and held at the offices of the Corporation, 46178 Kahuhipa Street, Kaneohe Hawaii 96744, on the seventh day of November 1991, at which a quorum was present and acting throughout, and that said resolution has not been modified, amended or rescinded and continues in full force and effect:

"RESOLVED that any individual at the time holding the position of President or Vice President, be, and each of them hereby is, authorized to execute on behalf of the Corporation of for services to be performed by the Corporation, and to execute any bond required by any such bid, proposal, or contract with the United States Government or the State of Hawaii or the City and County of Honolulu, or any County or Municipal Government or said State, or any department or subdivision of any of them."

IN WITNESS WHEREOF, I have hereunto set my hand and affixed corporate seal of Boss Communication Technologies, Incorporated on this tenth day of September 1999.


Secretary

President and Treasure John e. Boss
1223 Manulani St.
Kailua, Hawaii 96734

Vice President and Secretary Glenn Boss
1030 Aoloa Pl. #304A
Kailua, Hawaii 96734

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